

**RAVIKANT N BHATTAD**  
PGDM (*Finance & International Marketing*)  
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16, "Vrindavan", Balaji Society,  
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Bibvewadi, Pune – 411037  
Maharashtra, India

## OBJECTIVE

To embark on a challenging and growth oriented career in Business Development, Finance and Management of an organization in order to contribute to overall growth of the company.

## WORK EXPERIENCE

### Nibav Home Elevators, MH

(on going)

**Designation:** Working Full Time State Head for Maharashtra as Senior Business Development Manager (BDM) in B2C sector, since Nov'2021 till date for states like Tamil Nadu, Telangana, Andhra Pradesh, & now Maharashtra.

- Meeting Monthly goals for the team and strive for more deals.
- Calling new Potential clients from the given funnel and give 1<sup>st</sup> sales call pitch.
- Understand their requirements and ask for Price and Product qualification.
- Request for a Site feasibility and inspection & execute closure strategy.
- Delegating assigned work among the team members and nurture them for process flow and closures.
- Maintain good relations with team members and help them as and when required.
- Support and take required additional responsibilities for the growth of team and company.
- Check you given tasks are updated and monitored for the team and guide them on it.

### Parimal Profiles, Pune

(4 yrs. & 9 months exp.)

**Designation:** Business Development Manager (BDM) as Purchase Manager & on Floor operations.

- Meeting new companies Purchase manager and making long term business associations.
- Understand their current requirements and supply the required material on time.
- Manage monthly closing with suppliers, payment dues, and follow-ups.
- Assist with the development and integration of finance processes and controls.
- Assist in the preparation of monthly management reporting.
- Work collaboratively with the purchase/quality executives and develop business opportunities by identifying market ready, relevant business models, partnerships and resources.
- Maintaining stock inventory and conducting the smooth flow of operations.
- Tally Entries, Filing taxes online, Bills payments, E-ways, RTGS, NEFT.

## EDUCATIONAL QUALIFICATION

| Course                              | Specialization          | University                           | Duration         | Score  |
|-------------------------------------|-------------------------|--------------------------------------|------------------|--------|
| Masters in Management               | International Marketing | ESSCA University (Budapest, Hungary) | 2014 (JAN - MAY) | 70.12% |
| PGDM                                | Finance                 | I.M.D.R (Pune)                       | 2012 – 2014      | 63.95% |
| Post Graduation Diploma             | International Business  | B.M.C.C. (Pune)                      | 2010 – 2011      | 62.00% |
| Bachelor of Business Administration | Finance                 | MIT MAEER's (Pune)                   | 2007 – 2010      | 67.14% |

## SKILLS

- Adaptive
- Analytical Thinking
- Initiator
- Relationship Building
- Result Oriented
- Strategic Sourcing
- Team Player

## ACHIEVEMENTS

- ✓ Invited as **Key Speaker** by Yashada, JSPM CoE & SoDM on **Entrepreneurship & Start-up** journey in Feb'18 & Feb'19.
- ✓ 1<sup>st</sup> runner-up at "**Mahesh Idol**" by MPF in Feb'18.
- ✓ "**HatkarPunekar**" Award by *Radio City 94.3 FM* in Dec'17.
- ✓ Cover feature on all leading social media like "**LBB, What's Hot Pune, The Punekar, Go Pune Magazine, Punekar365, etc.**"
- ✓ *Newspaper coverage by Sakal Times, TOI, Pune Mirror, Pudari, etc.*
- ✓ Successfully completed "**Dodital Trek**" in Mar'17 & "**Sandakphu Himalayan Trek**" in Dec'18 through YHAI.
- ✓ Cofounder for **Escape rooms** and Theme Restaurant – **The Black World**.

## PERSONAL INFORMATION

**DOB:** 30 June, 1989

**Marital Status:** Married

**Gender:** Male

**Passport:** Yes

**Languages Known:** English, Hindi, Marathi & Marwari

### Declaration:

I hereby declare that all the data and information provided above are true and correct to the best of my knowledge and I hold myself responsible for any irregularities, if found.

**Place:** Pune

**Date:** June 2022